

Message Text

LIMITED OFFICIAL USE

PAGE 01 ISTANB 00602 071158Z

50

ACTION NEA-05

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /013 W

----- 019726

R 071055Z MAR 74

FM AMCONSUL ISTANBUL

TO USDOC WASHDC

INFO AMEMBASSY ANKARA

AMCON IZMIR

AMEMBASSY ATHENS

SECSTATE WASHDC 4963

LIMITED OFFICIAL USE ISTANBUL 0602

E.O. 11652: N/A

TAGS: TU, BID

SUBJ: TRADE COMPLAINT: PAK MOR - ISTANBUL MUNICIPALITY

REF: (A) ISTANBUL 0407; (B) USDOC 3018; (C) IZMIR 62;

(D) ATHENS 1223; (E) IZMIR 023

1. DESPITE SOMEWHAT SHAKY START TO NEGOTIATIONS AND DELAY IN OBTAINING SUPPORTING DATA FOR PAK MOR PRICE REDUCTIONS ON EQUIPMENT FOR WHICH SPECIFICATIONS SUBSTITUED, ISTANBUL MUNICIPALITY SIGNED PROTOCOL WITH PAK MOR PROVIDING REFUND OF APPROX. \$80,000 FROM REPORTED \$1,380,000 SALE OF NINETY GARBAGE TRUCKS.

2. WE GRATIFIED THAT DISPUTE HAS BEEN SETTLED WITHOUT ADVERSE PUBLICITY PARTICULARLY SINCE ARRIVAL OF SIRT CONSIGNMENT OF TRUCKS AND SPECIFICATION PROBLEM AHD BEEN REPORTED IN TURKISH PRESS PRIOR ARRIVAL OF PAK MOR REP. EQUALLY IMPORTANT POSSIBILITY OF SEVERE DAMAGE TO REPUTATION OS US COMPANY, AND, BY EXTENSION, OF ALL US COMPANIES, HAS BEEN AVOIDED. WE GREATLY APPRECIATE EFFORTS OF USDOC, IZMIR AND ATHENS IN HELPING TO RESOLVE THIS PROBLEM. FULL DETAILS REPORTED SEPARATELY BY AIRGRAM.

3. COMMENT: IT SHOULD ALSO BE NOTED THAT IN CONTRAST TO LIMITED OFFICIAL USE

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BOMBASTIC AND HEAVY-HAND APPROACH TAKEN BY IZMIR MAYOR

IN SIMILAR CIRCUMSTANCES (SEE REF. E), MEHMET ISVAN
THROUGHOUT ENTIRE PROCESS MAINTAINED FIRM BUT COURTEOUS AND
PRAGMATIC APPROACH. HE WAS INTERESTED NOT IN PLAYING TO THE
GALLERIES OR SCORING DEBATING POINTS, BUT IN GETTING WHAT HE
CONSIDRED REASONABLE SETTLEMENT.
MACE

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 07 MAR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
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ISecure: 1
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Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Review Action: RELEASED, APPROVED
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30 JUN 2005

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